



**Minority Business Enterprise Center**



**MBEC Strategic Consulting Services**

***Business Consulting:***

- Business Plans
- Marketing and Sales Plans
- Economic Development Opportunities
- Strategic Process and Planning
- Scale Up and Commercialization Growth

***Capitalization Alternatives:***

- Assistance with bank loan application
- Grant funding
- Accelerated product / service sales
- Private investor funding through Private Placement Memorandums (PPM)
- Introductions to venture capital/private equity

***Executive Management Expertise:***

- Chief Executive Officer (CEO)
- Chief Financial Officer (CFO)
- Chief Operating Officer (COO)
- Chief Information Officer (CIO)
- Chief Technology Officer (CTO)
- Marketing & Sales
- Human Resources

***Specialized Skill Areas:***

- Human Resources – Handouts, Manuals, Training, Team Building
- IT – Hardware, Infrastructure, and Operations
- Legal – Contractual, Regulatory, Lobbying
- Logistics – Distribution, Warehousing, Transportation
- Procurement – Business, Industry and Units of Government
- Purchasing – Strategic, Commodity, Labor
- Outsourcing (Working with an Outsourcer or Being an Outsourcer)
  - Evaluation, Contracting & Negotiation, Managing & Measuring
- Facility Management – Environmental Issues, Build Out, Space Management
- Food Sanitation – HACCP, GMP, AIB and ASI
- Product Management – Development, Marketing, Sales, Delivery, Pricing
- Manufacturing – Discrete, Continuous, Process Control
- Supply Chain Management – Infrastructure and Application

***Plant, Property and Equipment Evaluation:***

- Real Estate Purchases
- Facilities
- Infrastructure
- Capital Equipment Purchases
- Strategic Vendor Alliances
- Net Present Value
- Buy vs. Build Scenarios

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